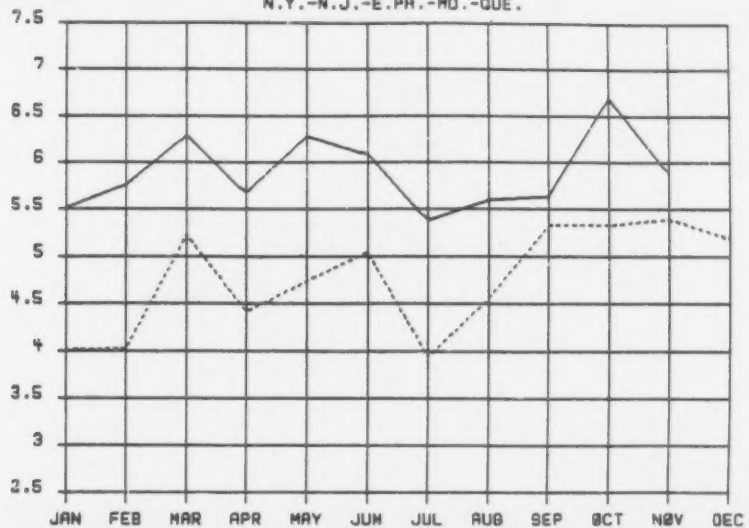


MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PR.-MD.-QUE.1983 - - - -
1984 - - - -Gain or Loss

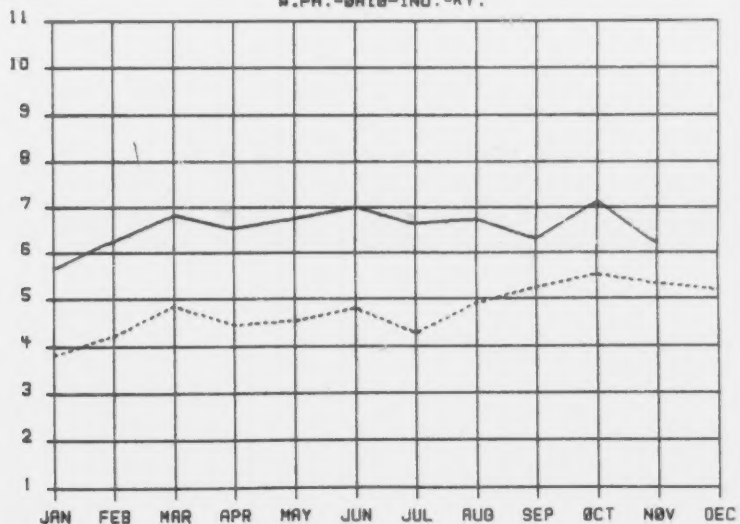
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	37.9	43.3	20.2	28.8	32.5	20.6	36.7	23.0	5.8	25.6	9.2	
% Change	37.9	40.6	32.6	31.6	31.8	29.7	30.6	29.7	26.6	26.5	24.7	

MILLIONS

DISTRICT 3
W.PR.-OHIO-IND.-KY.1983 - - - -
1984 - - - -Gain or Loss

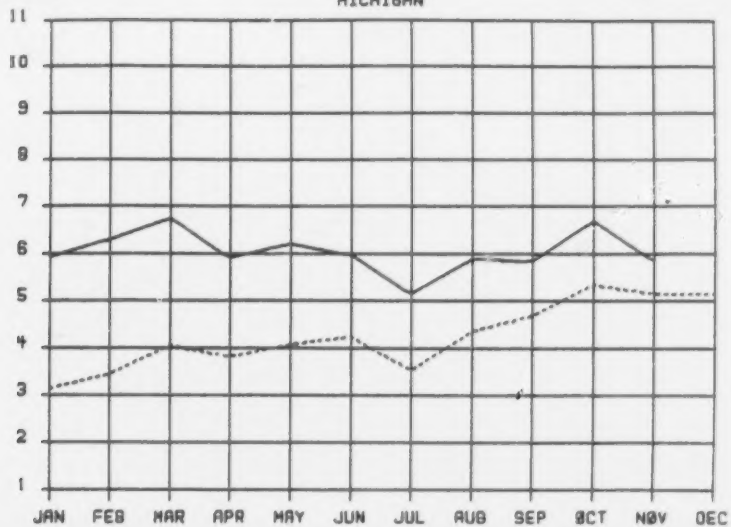
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	48.1	48.3	41.0	47.4	49.5	46.1	55.8	37.6	29.5	29.2	16.6	
% Change	48.1	48.2	45.5	46.0	46.7	46.6	47.9	46.5	43.2	41.5	38.9	

MILLIONS

DISTRICT 4
MICHIGAN1983 - - - -
1984 ————Gain or Loss

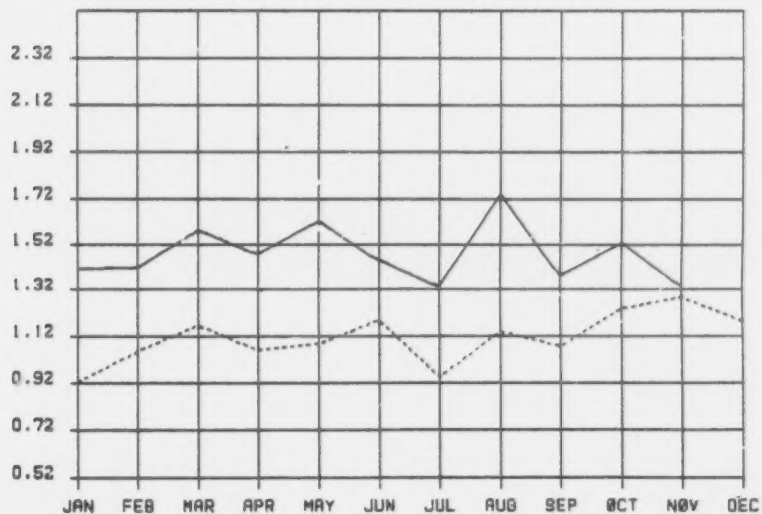
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	89.1	82.4	66.6	55.3	52.6	40.8	46.0	35.7	24.9	25.3	13.9	
% Change	89.1	85.6	78.4	72.3	68.0	62.9	60.6	57.1	52.8	49.2	45.2	

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.1983 - - - -
1984 ————Gain or Loss

Monthly

% Change

Cumulative

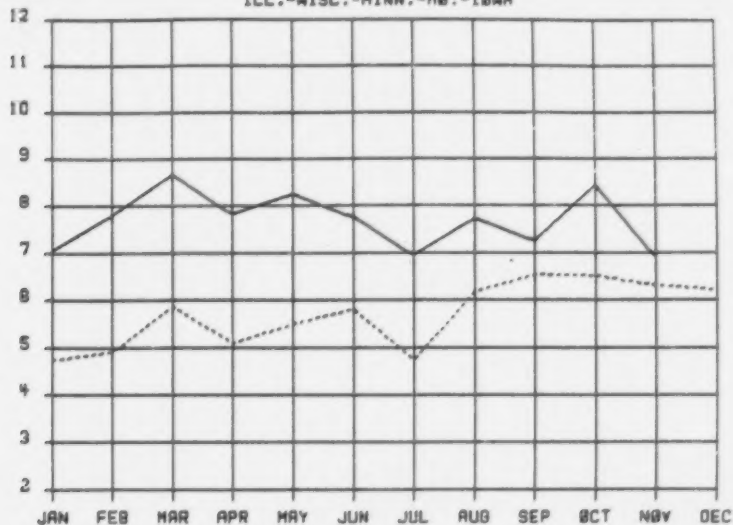
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1	23.6	3.7	
% Change	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2	37.4	33.9	

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA

1983 - - - -

1984 - - - -

Gain or Loss

Monthly

% Change

Cumulative

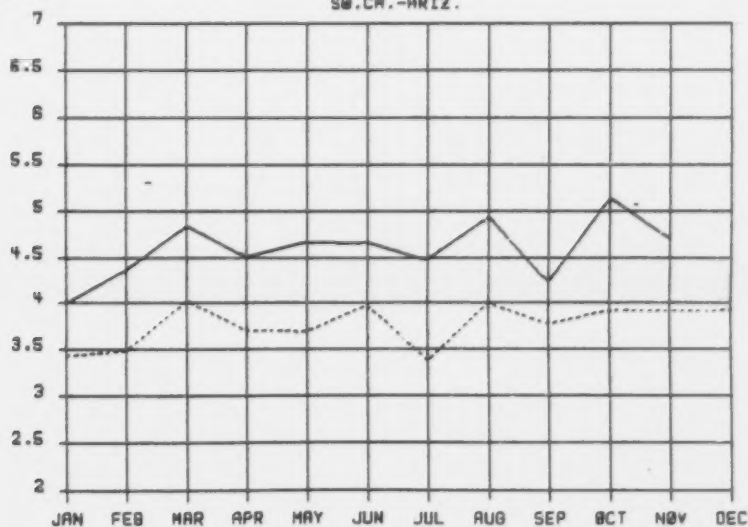
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0	29.4	9.4	
% Change	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5	39.2	36.2	

MILLIONS

DISTRICT 7
SO. CA.-ARIZ.

1983 - - - -

1984 - - - -

Gain or Loss

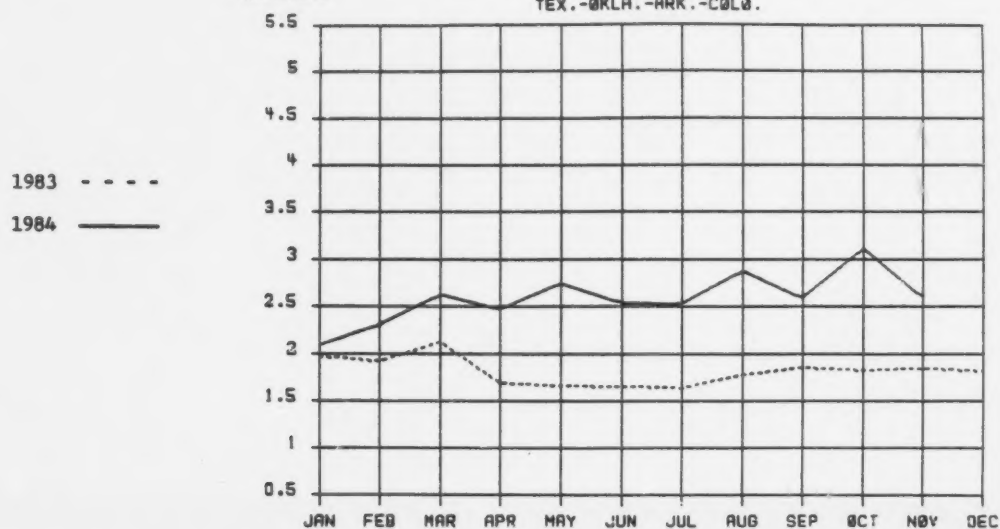
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6	31.3	20.7	
% Change	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9	22.9	22.7	

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.Gain or Loss

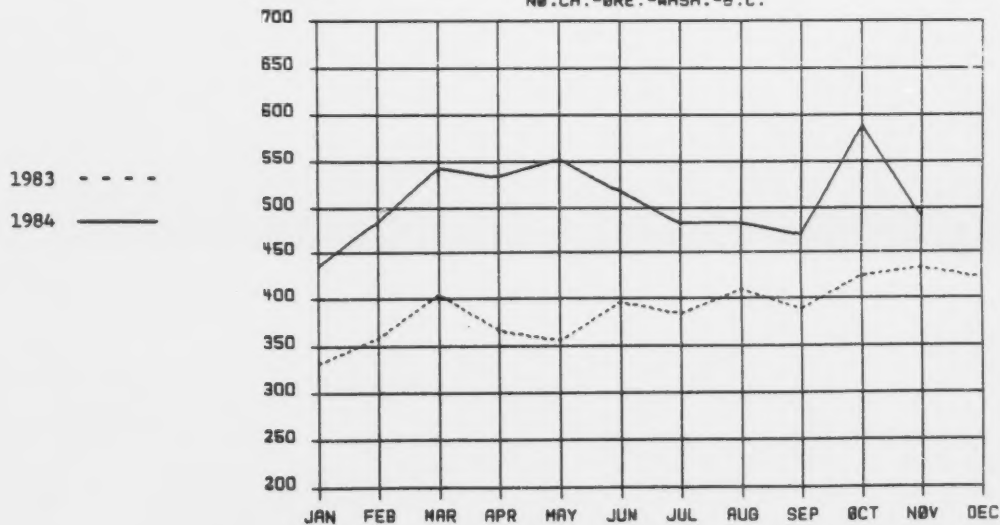
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	5.9	20.3	23.5	46.9	65.6	53.6	54.7	62.0	40.5	70.4	41.4	
Cumulative	5.9	13.0	16.7	23.3	30.8	34.2	36.9	40.0	40.0	43.1	42.9	

THOUSANDS

DISTRICT 9
NO. CA.-ORE.-WASH.-B.C.Gain or Loss

Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2	39.0	13.3	
Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8	33.5	31.4	



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
1300 Executive Center Drive, Suite 115, Tallahassee, Florida 32301

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Telephone: (904) 878-6185

FOR RELEASE:

IMMEDIATELY

1984 SALES FOR COMMERCIAL HEAT TREATERS EXCEED 1983 TOTAL BY 31.0%

Total billings for calendar year 1984 amounted to \$440.3 million, up from \$336.2 million in 1983.

Metal Treating Industry billings for December 1984 were \$31.8 million, up 3.5% from the December 1983 figure of \$30.7 million.

Seven of nine MTI districts recorded gains over December 1983 totals.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Dec. 84 vs.</u> <u>Dec. 83</u>	<u>Total 1984</u> <u>vs. 1983</u>
1	New England (MA-RI-CT)	3.5	23.2
2	Middle Atlantic (NY-NJ-E.PA-MD-DE)	-2.3	22.5
3	South Central (W.PA-OH-IN-KY)	5.6	35.9
4	Michigan	4.1	41.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-3.9	30.5
6	North Central (IL-WI-MN-MO-IA)	1.2	33.2
7	Pacific Coast (So.CA-AZ)	7.2	21.4
8	Southwest (TX-OK-AR-CO-LA-UT)	17.8	36.4
9	Northwest (No.CA-OR-WA-B.C.)	4.0	28.9

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1984

BILLINGS FOR MONTH

	Total Members ¹	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	300	30676.4	31761.2	3.5	100.0	100.0
Dist. 1	17	1734.1	1794.7	3.5	5.7	5.7
Dist. 2	39	5147.1	5027.3	-2.3	16.8	15.8
Dist. 3	59	5195.2	5487.2	5.6	16.9	17.3
Dist. 4	30	5112.5	5326.3	4.2	16.7	16.8
Dist. 5	23	1185.5	1139.4	-3.9	3.9	3.6
Dist. 6	46	6218.0	6292.1	1.2	20.3	19.8
Dist. 7	28	3920.5	4203.9	7.2	12.8	13.2
Dist. 8	27	1741.6	2051.7	17.8	5.7	6.5
Dist. 9	9	421.8	438.7	4.0	1.4	1.4
Foreign	22					

BILLINGS TO DATE

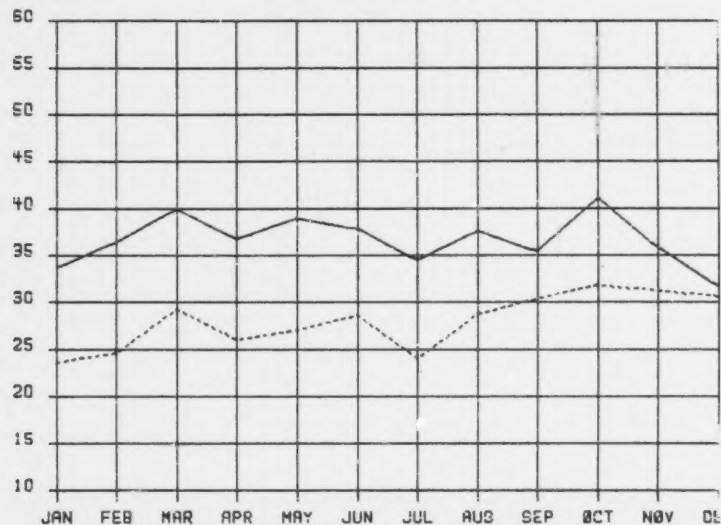
	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	336170.4	440252.8	31.0	100.0	100.0
Dist. 1	19312.1	23785.0	23.2	5.7	5.4
Dist. 2	56482.9	69189.4	22.5	16.8	15.7
Dist. 3	57197.8	77744.0	35.9	17.0	17.7
Dist. 4	50638.4	71596.0	41.4	15.1	16.3
Dist. 5	13360.8	17439.9	30.5	4.0	4.0
Dist. 6	68452.9	91163.9	33.2	20.4	20.7
Dist. 7	45187.4	54840.8	21.4	13.4	12.5
Dist. 8	20864.2	28467.2	36.4	6.2	6.5
Dist. 9	4673.8	6026.5	28.9	1.4	1.4

¹ Total MTI membership including firms that do not participate in monthly analysis.

MILLIONS

NATIONAL BILLINGS

1983 - - - -
1984 ————

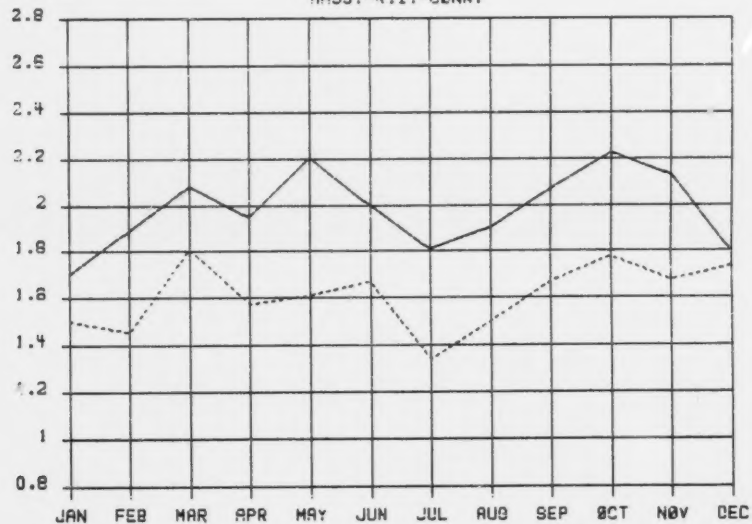


		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
<u>Gain or Loss</u>	Monthly	42.7	47.8	36.3	41.3	44.2	32.3	43.6	31.1	16.8	29.3	15.1	3.5
<u>% Change</u>	Cumulative	42.7	45.3	41.9	41.7	42.2	40.5	40.9	39.5	36.7	35.8	33.7	31.0

MILLIONS

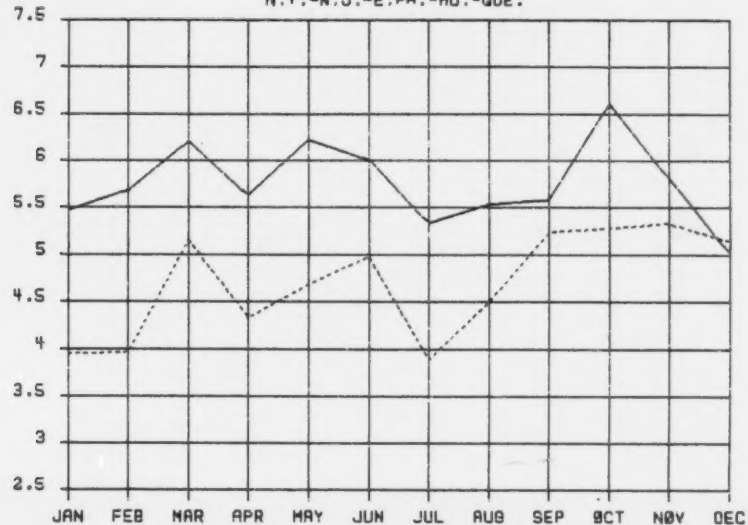
DISTRICT 1
MASS.-R.I.-CONN.

1983 - - - -
1984 ————



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
<u>Gain or Loss</u>	Monthly	13.4	29.8	15.2	23.9	37.1	19.9	35.3	26.9	24.3	25.6	27.5	3.5
<u>% Change</u>	Cumulative	13.4	21.5	19.1	20.3	23.7	23.0	24.5	24.8	24.8	24.8	25.1	23.2

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-MD.-QUE.1983 - - - -
1984 - - - -Gain or Loss

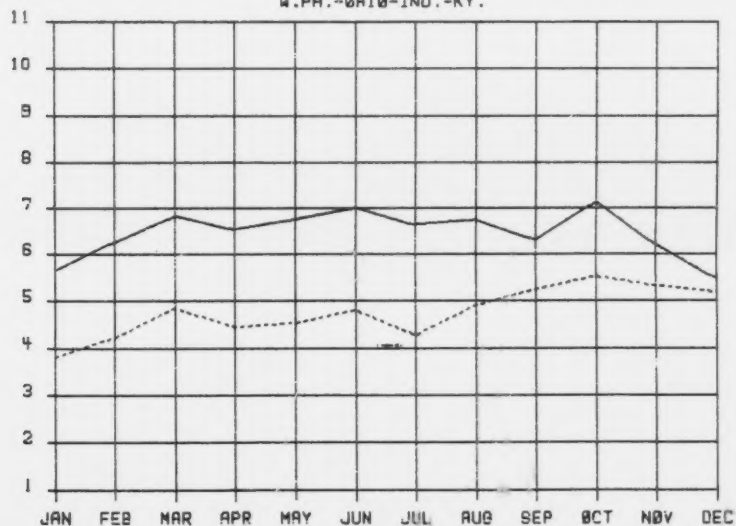
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	38.8	43.4	20.4	30.1	32.9	20.8	37.1	23.1	6.5	25.2	9.1	-2.3
Cumulative	38.8	41.1	32.9	32.2	32.4	30.2	31.1	30.1	27.0	26.8	25.0	22.5

MILLIONS

DISTRICT 3
W.PA.-OHIO-IND.-KY.1983 - - - -
1984 - - - -Gain or Loss

Monthly

% Change

Cumulative

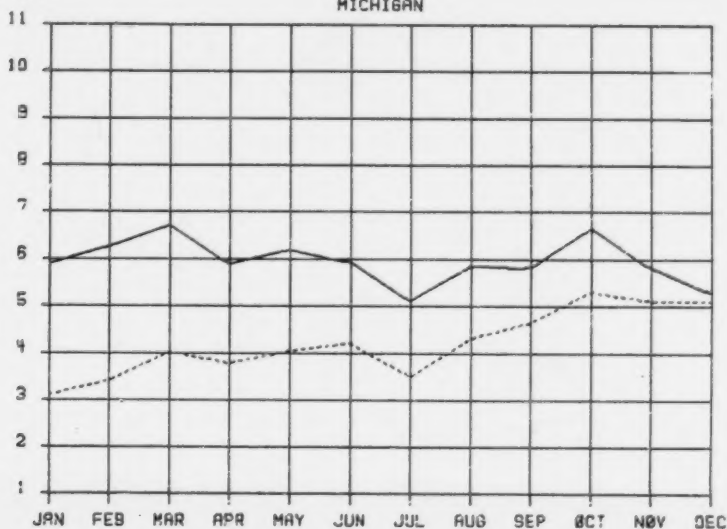
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	48.1	48.3	41.0	47.4	49.5	46.1	55.8	37.6	20.5	29.2	16.6	5.6
Cumulative	48.1	48.2	45.5	46.0	46.7	46.6	47.9	46.5	43.2	41.5	38.9	35.9

MILLIONS

DISTRICT 4
MICHIGAN

1983 - - - -

1984 ————



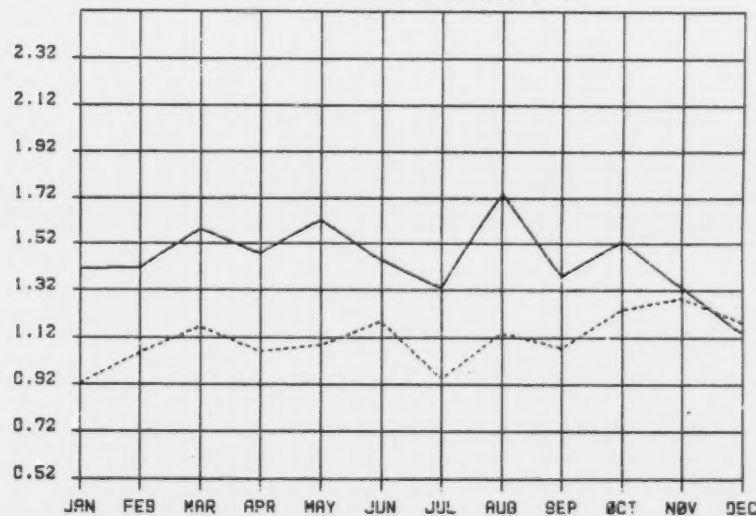
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
<u>Gain or Loss</u> Monthly	89.7	83.2	67.1	55.8	53.0	41.3	46.4	36.1	25.1	25.5	13.8	4.1
<u>% Change</u> Cumulative	89.7	86.3	79.0	72.9	68.5	63.4	61.1	57.6	53.3	49.6	45.6	41.4

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

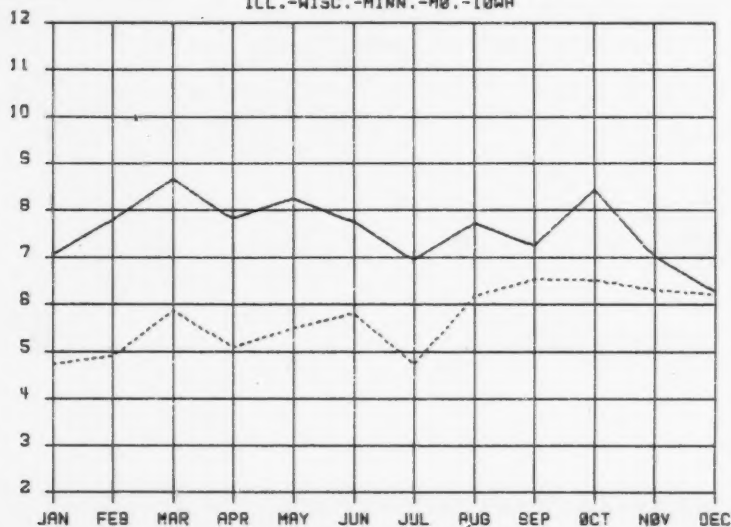
1983 - - - -

1984 ————



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
<u>Gain or Loss</u> Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1	28.1	23.6	3.7	-3.9
<u>% Change</u> Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6	39.2	37.4	33.9	30.5

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWA1983 - - - -
1984 ————Gain or Loss

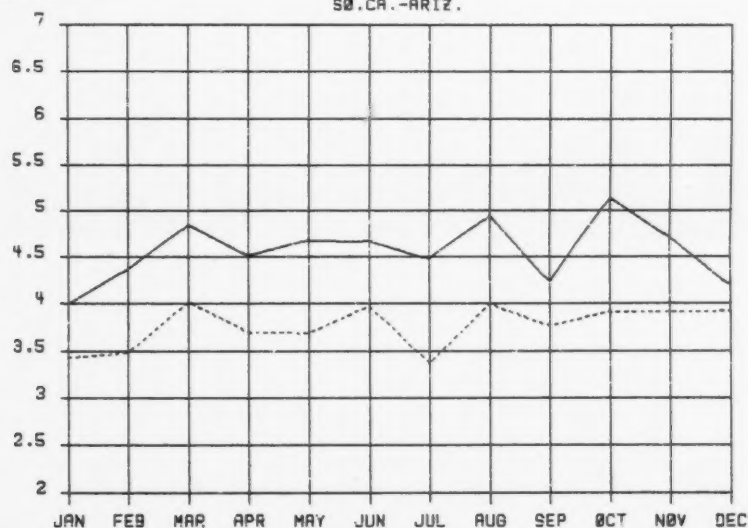
Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	49.2	59.0	47.8	54.1	50.1	33.6	46.6	25.3	11.0	29.4	11.3	1.2
Cumulative	49.2	54.2	51.8	52.4	51.9	48.6	48.3	45.0	40.5	39.2	36.4	33.2

MILLIONS

DISTRICT 7
SO.CA.-ARIZ.1983 - - - -
1984 ————Gain or Loss

Monthly

% Change

Cumulative

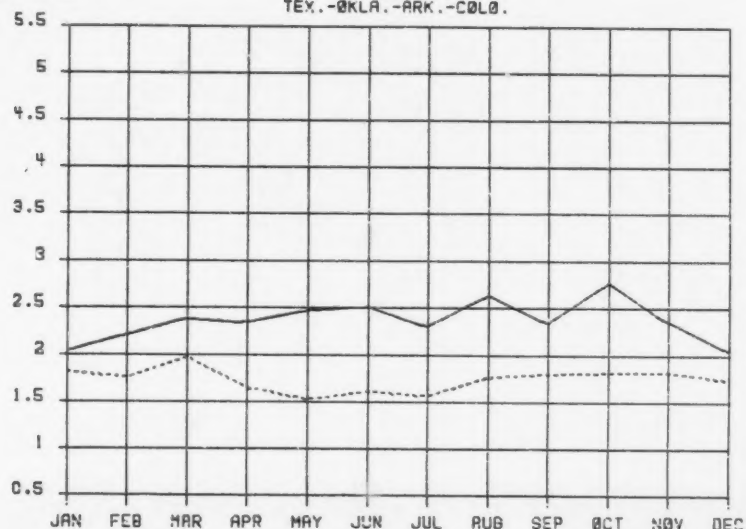
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	16.8	25.6	20.4	21.9	26.8	17.6	33.3	23.8	12.6	31.3	20.7	7.2
Cumulative	16.8	21.2	20.9	21.2	22.3	21.5	23.0	23.1	21.9	22.9	22.7	21.4

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.

1983 - - - -

1984 - - - -

Gain or Loss

Monthly

% Change

Cumulative

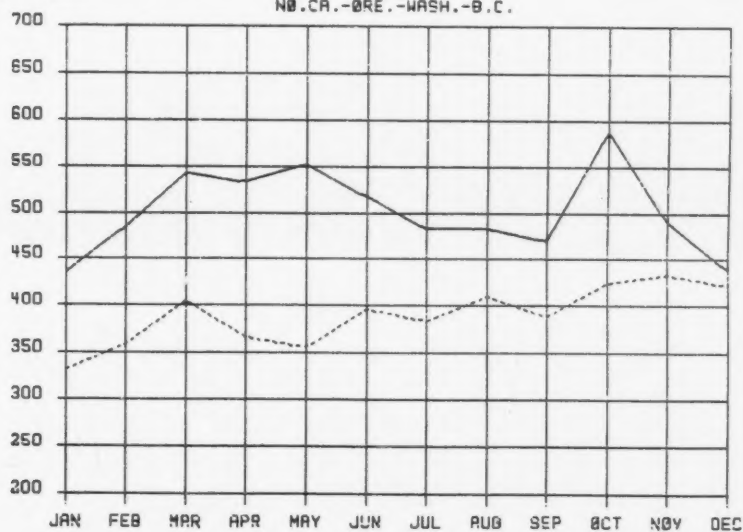
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	12.2	25.8	21.0	41.7	61.6	55.6	47.1	49.6	30.4	53.2	29.9	17.8
Cumulative	12.2	18.9	19.6	24.7	31.2	35.0	36.6	38.3	37.3	39.0	38.1	36.4

THOUSANDS

DISTRICT 9
NO.CA.-ORE.-WASH.-B.C.

1983 - - - -

1984 - - - -

Gain or Loss

Monthly

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1	21.2	39.0	13.3	4.0
Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3	32.8	33.5	31.4	28.9